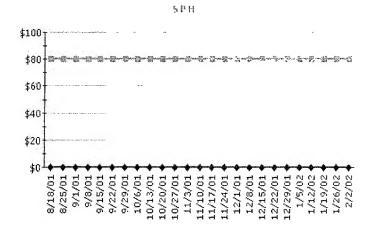
🕶 Development Analysis 🌁

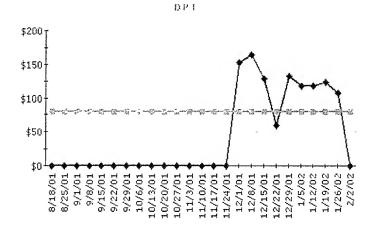
As of Saturday, February 02, 2002

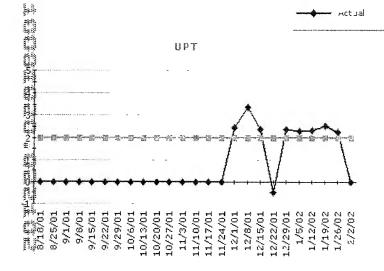
soci -----

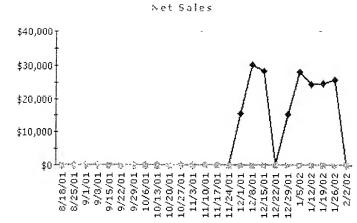
Hired on October 2, 1990

rearly Plan - \$0









Proactive Activity

Bategory	2001-P12	20	01-P11	2001-P	10	2001-	9.50	2001-P8	2001-P7
New Clients									·
Total Clients	· · · · · · · · · · · · · · · · · · ·	Ţ.,	*				,	*	
Phone Contacts	- ",	17			-				
Appointments	, . ,			ĵ: "^					
Transaction Count	()	0		0				
Net Sales		j _r .,≺.	. 0		0	,			

Productivity Summary

	Gross Sales	Retorn Sales	Net Sales	Goal	Goal Var \$	Proactive Sales S	SPH DPT	UPT	TPH	# of Trans	Hrs
MTD Total	80,986	(6,350)	74,637	0		0	- 116	2.4		645	0
Y I D. Total	209,267	f16,856) ·	192,411	Ö	-	ď	· · ' <u>.</u> 127	2,5		1,510	0

Knowledge and Skills (Associate)

Certification and Advancement

Course Name Score

evel	Level Test Date	core Cert Date Advance Date
Associate	05/21/2001	100
Advisor	07/23/2001	100
Consultant	09/25/2001	100

Analysis and Recommendation

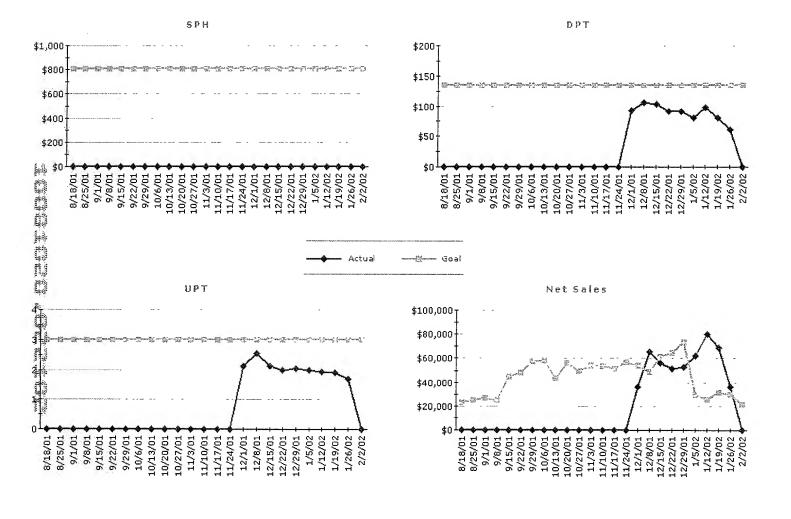
APPENDIX A

No Data Available

* Development Analysis *

As of Saturday, February 02, 2002

Yearly Plan - \$2,211,960



Proactive Activity

Category	2001-P	12	2001 P	11 7 2220	01-P10	2001-P9	2001-P8	2001-P7
New Clients								
Total Clients	`			-		•		
Phone Contacts						•		
Appointments	-		,	, ,	·		-	
Transaction Count		0	-	0	0			
Net Sales	_1	0:	- 1	0	0 '' ''			

Productivity Summary

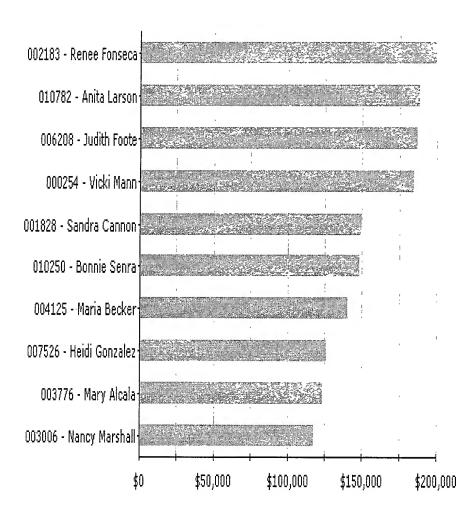
	Gross Sales	Return Sales	Net Sales	Goal	Goal Var S	LY Net Pr Sales	sales	SPH	DPT	UPT	TPH	# of Trans	Foot	Brown Sugar	Hès
MTD Total YTD Total	261,148 690,268	(75,946) (180,352)	185,202 509,916	109,271 2,211,960	75,931 (1,702,044)		0	:	82	1.9 2.0	:	2,267 5,739	0 15,449	19.3	0

🚜 Leader Board 🐠

Top 10 Associates within District DS31 - District 31

December 1, 2001 through December 31, 2001

Net Sales



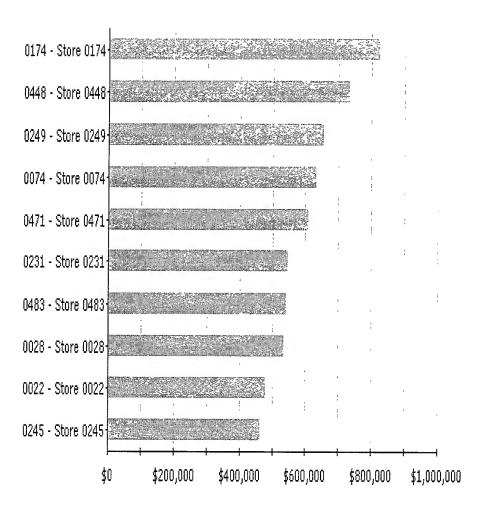
Rank Number/Name S	tore#	Net Sales
1 002183 - Renee Fonseca	0249	199,473
2 010782 Anita Larson	0483	188,555
3 006208 - Judith Foote	0249	186,621
4 000254 Vicki Mann	0175	184,492
5 001828 - Sandra Cannon	0249	149,848
6 010250 - Bóhnié Senra	0231	148,200
7 004125 - Maria Becker	0471	140,498
8 007526 - Héidi Gonzaléz	0033	126,125
9 003776 - Many Alcala	0471	123,509
10 003006 - Nancy Marshall	0231	117,684

4 Leader Board *

Top 10 Stores within Region RG05 - New England

December 1, 2001 through December 31, 2001

Net Sales



Rank	k Number/Name	Net Sales
1	0174 - Store 0174	823,043
2	0448 - Store 0448	732,836
3	0249 - Store 0249	653,419
4	0074 - Store 0074	633,000
5	0471 - Store 0471	607,521
6	.0231 Store 0231	545,846
7	0483 - Store 0483	541,944
8	0028 - Store 0028	534,906
9	0022 - Store 0022	479,397
10	0245 - Store 0245	462,185

united								
and the That the selection of the select								
14 14 14 14 14 14 14 14 14 14 14 14 14 1								
Company 01 - Store 0231 - Store	e 0231					Associate 0	03076 - Moniqu	e Ayers
		← Learning	g History	.p.s			Hired on April	7. 2001
集:								
Cureic glum	Sequence 3	Course		Test	Start	. Complete	· Last Access C	ourse
Description	Description 4 5	Description		Score	Date		Date	
Client Rélationship	Associate Level	Associate Level Evaluation		100	05/16/2001	05/21/2001	05/21/2001	1.5
Client Relationship	Advisor Level (, The Control	Advisor Level Evaluation		100	07/16/2001	07/23/2001	. 07/23/2001	1.5
Client Rélationship	Consultant Level	Consultant Level Evaluation		100	U9/16/2001	09/25/2001	09/25/2001	1.5
Land Miller								
dinamental programme and the control of the control								
V								

Daily Opportunity Analysis *

Friday, December 28, 2001

Foot Traffic

Productivity Summary

1,352 Transactions 15%

net Sales	Goal	voar Var S	r ver Sales V	er ar%	Trans	Traffic	CUIIY %
-1.78.967 ~ ~ ~ ~	183,107	(54,145)	- (217 - 277	**	1,352	8,893	12.8

7,541 Non-transactions 85%

Conversion Analysis

										Totals By I	lour			425			Other
Totals.				9-10-1	0-11	11 - 12	12-1	1-2	2-3	3-4	4-5	5-6	6-7	7-8	8-9	9-10	Hours
Transactions			1,352	28	94	126	144	130	134	114	83	97	102-	105	103	- 2 83 .°	14
Non-trafisactions		F . 13	7,541	22	321	637	757	861	974	952	821	604	437	492	412	237	14
Foot Tailfic			8,893	45	415	.763	901	991	1,108	1,066	. 904	701	539	597	515	320	28
Conv 98			12.8	333	19.0	-14,0	12.9 -	11,1	10,3	· '95]_	8.3	- 117	- 16,7	14.2	15.5	21.9	50.0
									Conv	ersion %	By Hour						
	# of	Foot	Conv	HERE VINC													Other
Number/Name	Trans	Traffic	%	9-10-1	0-11	11-12	12-1	1.2	2-3	3.4	4-5	5.6	6:7	7:8	8-9	9 - 10	Hours
0033 Store 0033	102	009	11.5	0.0	8.0	83	16.8	9,8	6.1	2,6	16.9	14.3	22,6	10,3	18,6	23,3	0.0
Regional Mall		1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1			- 2	. 4	7 - 7		, 1 m s		447	2,5		3	7,11	-,	••••
0130 Store 0130	90	907	9,9	0.0	8,0	7.4	9.7	3,7	7.8	5,7	7.3	7.8	20,4	19.7	4.6	48,0	
Regional Mall		4 h, -	I	,													
0231 Store 0231 Regional Mall:	214	O _z			- *,		•	•		• • • • • • • • • • • • • • • • • • •	•		•	•	•	*	•
0471 Store 0471	273	1,858	14,7	233.3	19.5	21.3	16.9	13.7	10.6	9,1	7.0	12.5	15.6	16.2	18,5	21,5	100.0
Regional Mall	LIJ	1,000	171/			21,3	10,7	134	10.0	711	7.10	160	13,0	10,2	10,0	21.3	100.0
0483 Store 0483	209	-1,732 -	12.1	75 150,0 5	[23,1	9,9	10.7	9.5	7.5	12.7	. 8.5	10,0	16.5	13,0-	20.6	14,9	28.6
Regional Mall					, Jun (8)	*14	- 1		, ,,,,,,	*****	. 415		7013		5010	× 4112	EWIN
0175 Store 0175	145	1,399	10.4	0.0	8,8	12.4	11.8	9.5	14.1	8,8	3,4	12,5	12.6	10.8	9.1	13,2	25,0
Upscale Downtown				_* / .	V1V	*=-1	****	*10		VIV	211	1612	4610	2010		A-0 1L	6310
0249 Store 0249	229	- 1,759	13.0	18.2	30.9	15.6	11,9	11.6	11.7	8.0	4.4	10.3	. 17.3	14.3	17.2	23:9	.300.0
Upscale Mall		∖ -Ĉafuas	A		8815	**18.	4415	**!*	****	VIV	11.1	1010	. At let	ATIO	4/ No.	Sea71,7	√300 to
0030 Store 0030	90	349	25,8	14,3	48.0	25,6	10.0	29,2	22,6	28.0	36.4	27.3	0.0				0.0
Upscale Village	××	212	2210	4 112	1414	PAIA	1010	L 3' 8L	EL IV	2010	2017	E) 12	919	-	•	•	Ų IU

* Weekly Opportunity Analysis *

W/E Saturday, December 29, 2001

Foot Traffic

9,040
Transactions
18%
1
40,019
Non-transactions
82%
Conversion Analysis

Productivity Summary

Net Sales	Goal	Goal Var t	LY Net Sales	Var o	#of Trans	Foot Traffic	Conv 90
858,382	1,146,544	(288,162)	•	, '\' _ 'F	9,040 '	49,059	125

							± (m). (re)			Totals By I	Hour						
1.01									STATE								Other
Totals (Continues of	i taran		NEED COOK COOK COOK	SASSIBAL ALITHON	11 - 12	william the said factor	1-2	Jan Bridge St. C.	3-4	4-5	5-6	6-7	7-8	8-9	一部以及自然的影响	Hours
Transadions			9,040	120	532	862	966	1,071	939	861	792	, : 672	617	571	593	- 378.	.66
Non-transportions		1	40,019	-14	2,260	3,399	: 4,274	4,477	5,160	4,862	4,096	. 3,142	2,296	2,032	1,598	838	639
Foot Traffic			49,059	. 106	2,792	4,261	5,240;	5,548	6,099	5,723	4,888	3,814 -	2,913	2,603	2,191	1,216	705
Conv %			125	85	135	14.0	12.4	13.1	99	9,6	10.4	11.9	14.8	. 15.9	193.	23,8.	6,7
			7,	10 m	ojei.	and the second			Con	version %	By Hour						
	# of	Foot	Conv														Other
Number/Name	Trans	Traffic	00	9-10	10:11	11 - 12	12-1	1-2	2-3	3.4	4-5	5-6	6-7	7.8	8-9	9-10	Hours
0033 Store 0033	709	4,928	12.8	27	11:0	11.5	13.6	13.6	10.4	8,8	12.8	^=13.1	18,8	17.6	19,6	23.3	. 8.8
Regional Mall		67-1 (2 16)360 ; -0.457 (3	14,0	ni orate € M elle ta		. 115	12,0	13.0	10.4	6'0	, ,12,0	13(1	10,0	17 10	1310	27,3	, 0,0
0130 Store 0130	805	5,626	9,2	3.1	10.1	9,8	9.1	8,3	7.8	4.9	7.0	10.0	14.5	15.5	8,3	23.0	7.7
Regional Mall	000	2,040	3,4	3:1	10.1	310	3:1	0,2	710	71,7	7.0	1010	140	פיכז	013	25,0	f d
0231 Store 0231	1,405	, i	,														
Regional Mall	1,415					•	•		•	•		•	•	•	•	• •	, .
0471 Store 0471	1 753	44 400	13.3	9,5	13.5	15.4	11.9	14.3	10.9	11.3	9,1	13.1	15,0	16.1	19,3	25.9	7.9
Regional Mall	1,752	11,196	15,5	2,5	13,3	15.4	11'2	14,5	10.3	11.5	3,1	15,1	15,0	10.1	13.3	40.7	/13
0483 Store 0483					1.25.2	in	, 63	24.3	8.5	65			andren	45.5	`167		3 / 3 /
Regional Mall	1,422	8,732		11.3	13,6	- 10.4	9,7	13.4	8,2	9,2	. ii.9	1113	12.5	13,3	19,5	18:1	2.4
0175 Store 0175	4.664	3.005					, ,	45.5			0.7	45	- 45-4	46.7	22.4	50.0	10.0
Upscale Downtown	1,004	7,905	11.2	4.2	8,0	14.6	11.5	12.2	8,8	8.3	8,7	8,5	12,4	16,7	23.0	29,8	10.0
0249 Store 0249			, , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , , ,		, ':		55_5								***	,* 	,
Upscale Mall	1,564	8,883	्र ्व 12,5	9.5	15.8	14,1	15.2	10.9	9,4	8.4	7.5	9.3	15,8.	16.7	24.2	26.0	- `-9.8
0030 Store 0030								50.7			540		55.F	34 5	F0.0		,
Upscale Village	579	1,789	29.2	20.8	42.6	32.7	24.3	29,4	20.7	25,2	34.9	52.7	32.5	38,5	50.0	•	4.2

* Daily Opportunity Analysis *

Friday, December 28, 2001

Productivity Summary

Foot Training Property Propert Foot Traffic 90 Transactions

259 Non-transactions 74%

	Net Sales	Goal	- AHO	Goal Var \$	LY Net	LY Var %	#of	Foot Traffic	Conv
, "	9,645	 12,264	- 1	(2,619)	-: -: 2		90	349	25.8
3	. 2,042	 12)con		(230,23)					,

The state of the s	Tetals By Hour Othe 9 - 10 - 10 - 11 - 11 - 12 - 12 - 13 - 13 - 4 - 4 - 5 - 5 - 5 - 6 - 7 - 8 - Hour
Associates on Duty	0 0 0 0
Fransatildris 90	12 10 5 14 12 14 16 5 0
Non-transactions 259	6 13 29 45 34 41 36 28 16 3
Foot Traffic 349	7 25 39 50 48 53 50 44 22 3
Conv % 25.8	143 48,0 25,6 10.0 29.2 22.6 28.0 36,4 27.3 0.0 0.
的图像是一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个	Sales Transactions By Hour
the state of the s	Other
Number/Name Description Trans	9 10 10 11 11 12 12 1 1 2 2 3 3 4 4 5 5 6 6 7 7 8 House
000385 Tuere Bright Pre-Associate 22	5 2 5 1 2 1 7
007955 Frances Hayes Pre-Associate 33	1 3 3 3 6 2 7 6 3
007960 Frances Hughes Pre-Associate 26	5 5 1 1 1 1 1 2 2
000026 House Associate 2	1 0 1
002253 Rebecca Thomas, Store Associate 6	
Other 1	

Weekly Opportunity Analysis *

W/E Saturday, December 29, 2001

Foot Traffic

Productivity Summary

579 Transactions 32%



1,210 Non-transactions

1,210
Non-transactio
68%
Transaction Analysis

Net	Goal	Goal	LY Net	LY	# of	Foot Conv
Sales		Yar \$	Sales	Yar o	Trans	Teaffic %
,52,896	73,437	(0,541)		, .	579	1,789

	Totals By Hour
	Other
Totals=	9-10 10-11 11-12 12-1 1-2 2-3 3-4 4-5 5-6 6-7 7-8 8-9 9-10 Hour
Associates on Duty	
Transacuotis 5	379 82 51 13 5 1
Mon-transactions 1,2	210 42 62 136 - 159 168 236 179 127 42 27 8 1
Foot Tisting	789 253 108 202 226 252 309 258 209 93 40 13 2 2
Convett	9,2 20,8 42,6 32,7 24,3 29,4 20,7 25,2 34,8 52,7 32,5 38,5 50,0 4,2
COMP RES	THE THE PARTY CON CASE OF THE PARTY CON CASE

Non-transactions	1,210	_42 ·	136	159	- 168	:- 236 '	179	127	42	127	- 8	Ji.	~	, 23
Foot Teaffic	1,789	- 53 108	202	226	252	309	258	209	₇ 93	40	13	, 2		24
Converting to the converting t	292	2018 42.6	327	24.3	29,4	20 <i>J</i>	25,2	34,9	52.7	32.5	38,5	50,0		4,2
		22510				Sales T	ransaction	ıs By Houi						100/2
	# of													Other
Number/Name Description	Trans	9 - 10 - 10 - 11 - 1	l÷12	12-1	1.2	2:3	3-4	4-5	5-6	6-7	7-8	8:9	9-10	Hours
000385 Tuere Bright Pre-Associate	82	. 8 .	^{-1}I	3	14	. 15	11	- 8	- 8	6	2			. 0
004801 Lenore Tingley Pre-Associate	82	1 5	6	16	. 23	15	5	4	7:-					0
005201 Kristin Dawkins Pre-Associate	` . 3				高炉 气、长			1	2					Q
005810 Kathleen Pre-Associate	40		11	8	6		4	11.4	6					ń
Martinez Pre-Associate	40		11	•					0			Andrews (No.)		,
007955 Frances Hayes Pre-Associate	116	3 13	15		. 14	14	21.	19	6		0			Ū
007960 Frances Hughes Pre-Associate	132	4 13	22	[4]	18	10	15	24	12					Ó
008594 Dorothy Eck Pre-Associate	21		0	2		1	10	5	0					Ü
008618 Dorcas Desimone Pre-Associate	1,0%		0		0	odus =	- 1	0						0
010330 Bethany Teixeira Pre-Associate	25		1	. 2	1	7	1	. 2	. 5	3	3 -			0
000018 Discount	14		4			. i i i i i i i i i i i i i i i i i i i	3	1	3	,				
Associate	17							104 201					of the second	
000026 House Associate	8				. 1	0	1	3		0				0
000030 Unknown	1	1	Ω	0	0	0	1	0						ſ
Associate					V									
002259 Rebecca Thomas Store Associate	14	· • • • • • • • • • • • • • • • • • • •	1	3.	2,	4	1	- 3					943	0
008177 Erika Matthews Store Manager	22	1 5	2	. 6	1	2	- 25	1.	1	-1	•			0
008979 Dawn Schuler - Store Manager	7	0:43		2	- 1	- 1	- 7			35 - 1				. 0
Other	3	0 0	0	0	0	2	1	0	Ö	. 0				0

Performance Ranking *

1											
43.0											
Company 01 - Division DV01	Division	01			CONTRACTOR OF THE PARTY OF THE				Regi	on RG05 - Ne	ew England
The sales of the s			·*]	Performa	ince Rank	ina *					
#** **					n Region RG05 -	_					
					hrough Decembe						
			Decem		-	27, 2001					
r i				Sorted	by Net Sales						
美											
Section 1		Gross	Return	Net		Total		(A) (A) (A)		# of	
Continued and the continued an	re#	Sales	Sales	Sales		Sales	SPH - with	<u> </u>	ver		Hrs.
009075 Denine Carlisle	0028	71,775	(2,217)	69,558	0 -0		•	115 130	1.9 2.2	607 395	0
	0249	53.355	-(1,907) (1,570)	51,448 51,329	· V	, U	•	125	2.2	411	ů ů
010782 Anita Larson 009869.€€nceicao Rolland	0483 0389	52,899 43,706	(1,570) (346)	43,360	ň	0	, -	120	2,4	362	ů
AN ANCHOREGISES OF SALES COORDINATIONS AND RESPONDED TO AN ARTICLE.	0448	40,698	(285)	40,413	0	0	·	177	2.4	228	ō
001273 <i>390</i> nja Shingler 003792 Mary Vucenović	0074	40,050	(145)	40,106	0	n ~~.		203	2.6	198	
000742 Mary Vucenovic	0175	39,702	(101)	39,601	0	ů		123	2.1	321	Õ
004125 Mana Becker	0471		F(1,469)	39,108	0 ′	Ō	, .	119	2.0	330	0
006518 Jhon Kremer	0174	36,470	(147)	36,322	0	0		151	2.2	241	0
001828 Sandra Cannon	0249	36,325	(659)	35,656	, , <u>, ,</u> ,	0 ,	•	133	2.2	268,	0

Performance Ranking

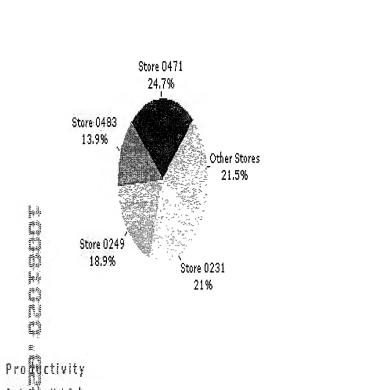
8 2														
## 														
												n::	DV01	Divis 81
Company 01												Utvision	D 2 0 1	- Division 61
ű				≈ Pe	rforman	ce Ranl	king -	1>						
erie de la companya d				Top 10 Dr	stricts within D	ivision DV01	- Division	01						
ANTE				Dagaraha	ı 16, 2001 thr	augh Dacami	har 22 20	101						
1				Decembe		-	De: 22, 2,	701						
T.					Sorted b	y Net Sales								
Ľ)														
	Gross	Return	Net	ATKATATAT	Social State	LY Net	Proact	90	3444	~ 1 Table	**************************************	Foot	Hatter.	S. Series
	Sales	Sales		Goal	Var \$	Sales	Sales T					Traffic (Conv	Hours
Number/Name	(000s)	(000s)	(000s)		(0005)	(000s)	(000s) Sa	les SF	H DPT	UPT	(000s)	(000s)	%	(000s)
DS16 District, 16	1,058	(135)	923	891	32	•	0	0	· 107	2.1	9		17.3	0
DS40 District 40	1,047	(243)	804	867	(63)	-	0	0,	- 90	1.8	9		12,2	_ 0
DS29 District 29	1,014	(215)	799	986	(186)	-	0	Ģ	- 98	1.9	8	,	18.2	_ 0
DS11 District 11	961	(185)	775	705	70	•	0	0	- 91	1.8	9		17.8	, 0
DS31 District 31.	1,001	(226)	775	946	(171)		, C	0	- 92	1.8	8	> /	12.9	0
DS05 Dismit 05	988.	(218)	770	949	(179)	-	- 0	0	- > 98	1.8	8		14.6	0
DS17 Defiat 17	906	(140)	766	810	(43)		0	0	- 96	1.8	8		16.3	0
DS04 Bistrict 04	890	(165)	724	624	101	-	0	0	- 98	1.8	7		14,9	0,
DS14 District 14	847	(148)	699	756	(57)	•	0	0	- 104	1.8	. 7	_	11.9	0
DS3S District 35	821	(155)	666	. 737	(71)	• .	0	0	- 104	1,9	6,	31	15.4	0

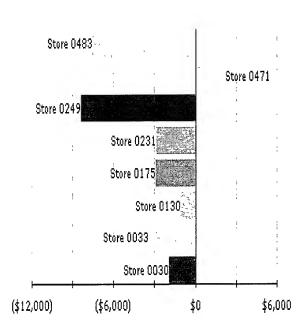
Daily Productivity Analysis =

Saturday, January 26, 2002

Net Sales Contribution

Goal Variance





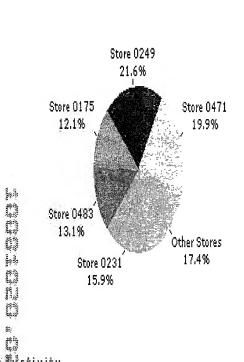
	1,-		a land	delto jeta	A. V. 10 4 1 1 1 1 1							Berney.		Last Year	dializa	The Con	ent Week	S Says I
	Gross	Return	Net		Goal	Proact				# 0[Foot	Conv		Net	6 15	Net		Goal
Number/Name	Sales	Sales	Sales	Goal	Yar \$	Sales	SPH	OPT	UPT	Trans	Traffic	00	Hours	Sales Va	r %	Sales	Goal	Yar \$
Daily Totals	98,669	(57,273)	41,396	67,274	(25,877)	0		42	1.4	984	10	7 č	Ò		,	. ' , ' ,	., .,	
WTD Total	950,322	(490,365)	459,957	297,851	162,10£	Ô	1, 1, 1, 1, 2, 1, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2,	50	14	9,164	. 0	د . خسیر	Ó	•		* ;		
MTD Total	3,813,847	(1,135,311)	2,678,536	870,865	1,807,671	0	• 3	79	1.7	33,993	0	* * * *	0		, ís	<u> </u>		, F
YTO Totak	9,744,154	(2,455,512)	7,288,642	8,220,162 (20,931,520)	. 0.	• 5	86	1,8	84,855	357,907	9:5	11 0	1.4	-	, ,	ş ² - /	
0471 Store 0471	18,561	(8,285)	10,277	8,043	2,228	0		56	1.4	183	Λ		n	_		78,113	36,257	41,856
Regional Mall	10,001	(0,200)	10,277	0,043	2)220	v	•	30	1:7	103	V	•	v	•		70,113	ردعران	71,020
0231 Store 0231	15,715	[8,431)	7,284	10,112	· (2,828) ·	·- · · · ·		46.	1.4	158	. 1		. 0			59,241	46,384	12,857
Regional Wall	בווט	્. (છત્ત્રા છ)	- 50497	10)117	(5)050)	v	-	עד	T1T	130	, u		U			33)641	, , , , ,	12,000
0249 Store 0249	15,223	(8,217)	7,006	15,387	(8,381)	0		50	1.4	140	Λ		0			92,729	64,923	27,806
Upscale Mall	10,000	(0)=11)	, ,000	10,007	(0)202)	~		50		110	v		v			JLP LJ	* ,	ur java
0030 Store 0030	9,816	(5,109)	4,707	6,639	(1,332)	ď		53	1.8	-88	0	·	0			36,415	29,640	6,774
Upscale Village			~ ',) in	,	,			7.3							- 1, 1-1	,	-
0175 Store 0175	9,788	(5,974)	3,814	6,699	(2,886)	0		35	1.4	108	0		0			57,311	29,643	27,658
Upscale Downtown	2250000	f-v A	- ,		444												·	
0130 Store 0130	6,207	(3,047)	3,159	4,239	(1,079)	- 10		43	2.1	. 73	0-	, .	. 0	,	-	30,918	18,271	12,646
Regional Mall			77.	~ / .	1000	. , .				-	1 15	`	,				· , · ,	** **
0483 Store 0483	16,339	(13,678)	2,861	10,204	(7,543)	0		16	1.0	167	0		0			64,675	44,581	20,115
Regional Mall	rairea ii	हा। दावध		- Charles													- *	*
0033 Store 0033 Regional Mall	7,021	(4,532)	2,489	5,944	(3,455)		< ■	37	0.9	67	, Ó :	., .	. 0		- ,:	40,556	28,172	12,384

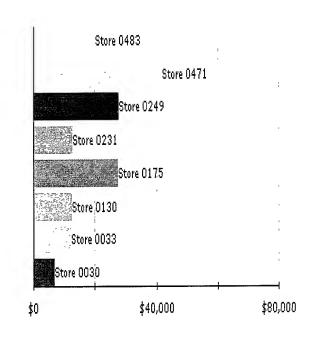
🛎 Weekly Productivity Analysis 🤲

W/E Saturday, January 26, 2002

Net Sales Contribution

Goal Variance





Pro	0 H C	TIV	ICA	
Sorte	l by	Net	Sales	

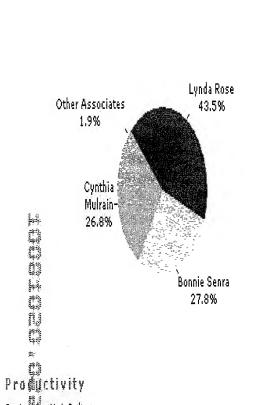
	7.7		.											Last Year	17.2 图 20.000 图 2	rent Month	A STORE
	Gross	Return	Net		Goal	Proact	čnii	пот	нот	# of	Foot Traffic		Hours	Net Net Sales Var %	51 25 27 4 25 3	Goal	Goal Var \$
Number/Name	Sales	Sales	Sales	Goal	Yar \$	Sales	orn.	DPT.	UPT	Trans	4 7. 4 .	-, ,	neurs	Jaies (a) 30	yait2	uvai	NAI 95 Y
WTD Total	950,322	(490,365)	459,957	297,851	162,106			50	1.4	9,164	Q.,	**	. 0		, ,	14	· · · · · · · · · · · · · · · · · · ·
MTD Total	の研究を開発してい	(1,135,311)		870,865	2200	0_		fr. * *	- 17	33,993	· 0,	***	Ų	· • •	5, .	r,' -	- :
YTD Total	9,744,154	(2,455,512)	7,288,642.2	3,220,162 (z	กันกัวสกิ	· · · · ·		ž. 86 <u>.</u> .	-18:	84,855	357,907	95	Ų				<u>, , , , , , , , , , , , , , , , , , , </u>
0249 Store 0249	178,493	(85,770)	92,729	64,923	27,806	0		59	1.5	1,578	0		0		485,053	175,741	309,313
Upscale Mall	48759e400e0	(anticol)	y	. ,,	/ 384					,						•	
0471 Store 0471	167,263	(89,150)	-78,113	36,257	41,856	â		48	1,3.	1,622	. 0	:	0	• *	453,538	126,657	326,881
Regional Mall				A SHEET	' ingrave,	•	• '		-75	24.2-	•	-	-	,			^,
0483 Store 0483	161,369	(96,694)	64,675	44,561	20,115	0		40	1.3	1,604	n		A		413,129	120,101	293,027
Regional Mall	101,505	(20)0279	0.000	11)301	60)115	٧		19	*12	1,00	٧		Ť		113,127	,	,
0231 Store 0231	129,574	(70,333)	-59,241	46,384	12,857			:47	15	1,265	'n		٥		422,225	122,619	299,606
Regional Mall	T. (2)	1,0,0,0,0,0	-13te11	ָ דע <i>ו</i> עד :	92 - 1 3151671	•		- *-	•	1100		,	*	,	122,223		m.,,,,,
0175 Store 0175	103,505	(46,195)	57,311	29,643	27,668	0		53	1.5	1,088	0		Λ	•	299,496	101,028	193,469
Upscale Downtown	כטכוכטו	(40,100)	1111	עדטקנג	2))000	, ,	·	22	11	1,000	۰		٧	-	255,150	101/100	****
0033 Store 0033	00 235	(33,659)	40,556	28,172	- 12,384	 		57	1.2:	711.		·,	G		203,648	78,926	124,722
Regional Mall	80,215	(9),003)	- Mn1930	- KO) TAE -	, 18,00 1 ,	, u		- النبي - إلى النبي		. 711k	-, , v	5 Tr.	- ,	,	200,00	, vojaco	AL 177-65
0030 Store 0030	CC 470	(20,002)	26.460	29,640	£ 774	0		61	1.7	598	n		n		185,202	87,151	98,051
Upscale Village	66,478	(30,063)	36,415	23,040	6,774	Ų	•	01	Lif	230	Ų	•	U	•	103,202	111110	10,031
0.130 Store 0.130	150	Assertable .	200.040	30.724	An eac.	ە ئىسىد	,	**	. 16	cóo	Δ.	x.			216,245	. E0 EAD	157,602
Regional Mall	63,419	(32,501)	30,918	18,271	12,646	- "국제 . - ^	· , · ,	. 	1.6	698			U	•	210,240	58,643	121/005

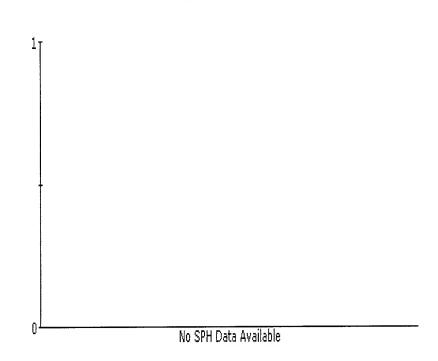
Daily Productivity Analysis

Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH





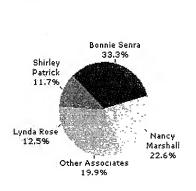
\$2.50 PM							#7#2.P					Last Year	SAN E DIP	ent Week
等。 第二章	Gross	Return	Net	Goa	Proact				#of	Faot C	ony	Net Net	1523 C. 131 15 2 1655 -	Goal
Number/Name	Sales	Sales	Sales	Goal Var		SPH	DPT	UPT	22 - 2015 3	Traffic	The state of the s	は できる かんしょう	いったかいからはあるかんだって	多种的。 10.1000 10.1000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10.000 10
Daily Totals	15,715	(8,431)	7,284	10,112 (2,828			46	1.4	. 158	0	ָרָבְיִּבְיִבְּיִרָּ <u>יַ</u>			-
WTO Total	129,574	(70,333)	59,241	46,384 12,85			47		1,265	0		,*,*, _,	, <u>,</u>	· · ·
MTD Total	590,822	(168,598)	422,225	122,619 299,600	0		. 83	1,7	5,074	7 2 2	0		, ,	
YTO Total	1,523,346	(364,316)	1,159,030	4,551,587 (3,392,557			90	1,9,	12,933	57,719	3,0 0	* -		
004322 Lynda Rose	6,611	0	6,611		0		97	2.5	68		ſ		15,801	
Pre-Associate	0,011	, U			v	-	,,		VV		·		15,001	
010250 Bonnie Senra	4,216	Ò	4,216		í		132	2.3	32		0		42,038	
Pre-Associate	1 数级数 1	· · , , , ,	, ,,,,,		٠,					•	-			
009219 Cynthia Mulrain	4,076	0	4,076		0		78	1.9	52		0		9,590	
Pre-Associate	ti itomorestat		, ^ .	~ , , ,										
003006 Nancy Marshall	285	0	285		. 0		285	4.0	1	5	(28,600	
Pre-Associate			F- 41, F-12	*, *	<u>.</u> •				-	*		-		, °¢
000018 Discount														
Associate	489	0	489		0	•	122	2,8	4		l		1,089	
Corporate Manager		* *						, ·		,				
000030 Unknown			The first								~	^ ,	x	,
Associate	0	(8,481)	(8,431)				٠,٠,٠	•	0 ,		, *- (,	(54,972)	٠,
Corporate Manager					~ =		- '	*	e e jere de	•		-		
Other	37	0	37		0	•	37	1.0	1		()	(3,421)	

≫ Weekly Productivity Analysis →

W/E Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH





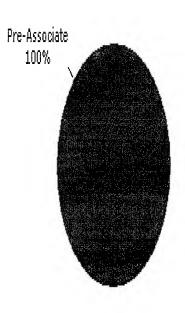
Productivity

Sorted by Net Sale	S															(
Number/Name	Gross Sales	Return Sales	Net Sales	Goal	Goal Var \$	Proact Sales	cou r	no T		# of	Foot Traffic	Cony %	Hours	Last Year Net Net Sales Yar %	Net	ent Month Goa Goal Yar
WTD Tatal	129,574	(70,333).	59,241	46,384	12,857	0	grii.«,i	47	1.5	1,265	· 0	- 12 I	~ 0		Street and market for	# WEST AND A STATE OF THE PARTY
MTD Tatal YTD Tatal	590,822 1,523,346	(168,598) (364,316)	422,225	122,619	299,608	0 .	* ************************************	.83 -90	1.7 1.9	5,074 12,933	0 57,719	3.0	0		, ,	
010250350nnie Senra Pre-Assadate	42,098	0	42,098	Ç	-	0		100	2.4	420			0		130,485	0
003006 Prancy Marshall Pre-Assactate	28,600		28,600	. 0		- j		97	. 2.2	- 294	, -		0		100,894	0
004322 kynda Rose Pre-Assistate	15,801	0	15,801	0	-	0		115	2.4	138			0		78,520	0
00)238 Sheley Patrick Pre-Assessate 004463 838	14,766	0	14,766		* -	. 0	• .	122.	2.5	. 121	3		, o		71,490	0, ,
DeClengente	11,574	Û	11,574	0	-	0		116	2.1	100			0		86,687	0
Pre-Asspoiate 009213 Cynthia Mulrain Pre-Asspoiate	9,590	, <u>.</u> 0	9,590	, 0		ا و ا	·	84	2.0	114	3		Ď	¢.	74,522	0 ,
001756 Sara Evagelista Pre-Associate	3,389	(122)	3,267	0		0		78	1.7	42			0		27,536	0
011078 Arry Suda Pre-Associate	0.	. (E3)	(53)	*o.		e 0 -	· ·	;		,0	*	,	ß		(53)	0
002514 Paula Simmons Pre-Assiziate	0	(42)	(92)	0	-	0	-		•	0			0		(239)	0
006837 Jennifer Schuff Pre-Associate	0	(182)	(182)	0		0	· -,	,-	r	0,			′0		(182)	. 0
004886 Laurice Pittman Pre-Associate	0	(202)	(202)	0		0	-			0			0		(1,427)	0
001974 Samantha Klement Pre-Associate	.0	(210)	(210)		۰۰ ° ۰۰ ° ۰۰ ° ۰۰ ° ۰۰ ° ۰۰ ° ۰۰ ° ۰۰	, a		•	•	0	3	,	, 0		(507)	, . ,
008302 Elyse Laughlin Pre-Associate	0	(573)	(573)	0	-	0		•		0			0		(2,902)	0
003056 Moriah Johnson Pre-Associate	0	(867)	(867)	, 0		0		-		-0			0		(3,017)	0
001638 Sarah Pena Pre-Associate	0	(1,120)	(1.120)	0		0	•	-	-	0			0		(2,945)	0
004124 Maria Orozzo Pre-Associate 000896 Sylvana	0	(1.635).	(1,635)	0		. 0	•		•	0			0	-	18,492)	0
Robertson Pre-Associate	57	(2,387)	(2,325)	0	-	0	- (2,	329)	(33.0)	1			0		(6.702)	0
000018 Discount Associate Corporate Manager	1,089	~		•				99	2.5	ìí	ŗ,	, -	0	,	10,697	
000026 House Associate Corporate Manager	388	(693)	(305)			0	-	(31)	(0.6)	10			0		(3,397)	
000030 Unknown Associate Corporate Manager	-0-	(54,972)	(54.972)			0,	2 ₁	: ,			, , ,	* _*	0	-	(103,492)	
003704 Maureen Northern	313	(333)	(21)			0		(21)	1.0	1			0		519	
Store Manager 904090 Maria Whitcomb Store Associate 005394 Kimberly	Q.	, est	(451).			0	, <u>.</u>	~		· · , o		*	0		(400)	
Karwowski Store Manager	705	(591)	115			0		38	1.3	3			o		(1.478)	
005601 Kelly York Store Manager		(1,227)	(6,227)		t fame of the state of the stat			n raži s		0	(=	î- ,	0	- -	(2,534)	pm
Other	1,203	(4,624)	(3,421)			0	- (342)	(5.3)	10			0		(18,557)	

* Staff Status *

As of Thursday, February 14, 2002

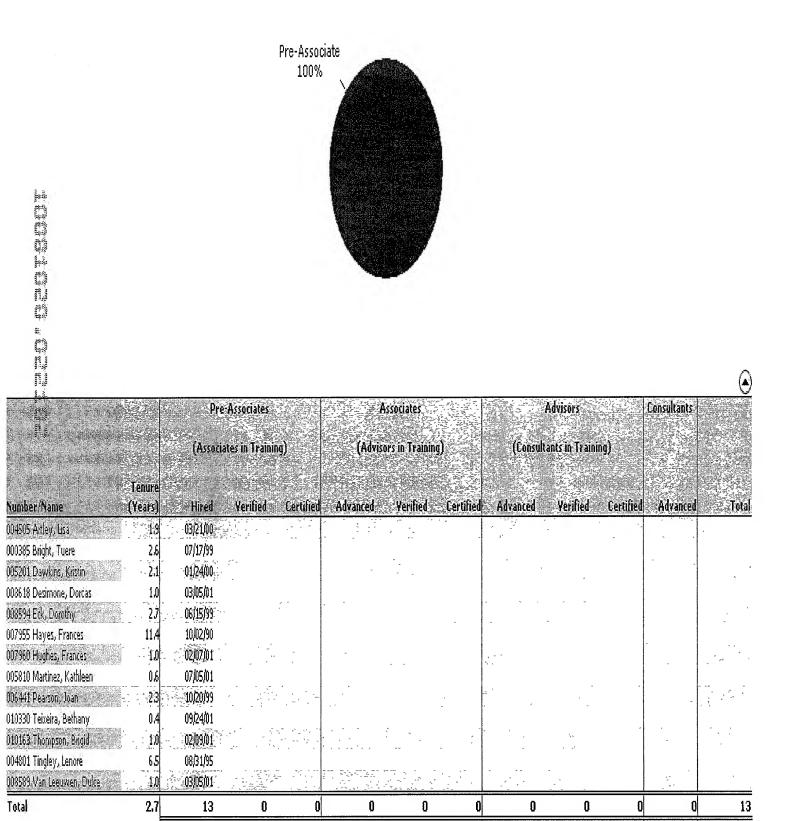
Staff Levels



		Pre-Associates			Associates			Advisors		Consultants		
The transfer of the second second		(Associ	tes in Traini	ng)	(Advi	sors in Trainin		(Consult	ants in Traini	19)		
	Tenure											
Number/Name	(Years)	Hired	Verified	Certified	Advanced	Yerified	Certified	Advanced	Yerified	Certified	Advanced	Total
0030 Store 0030	27					* 3 , , ,				-	, ' / \$ = , '	13
0033 Store 0033	2.5	13										13
0130 Store 0130	1.5	20			* * * * * * * * * * * * * * * * * * * *				•			- 20
0175 Store 0175	4,4	16										16
0231 Store 0231	4.9						4	-			,	,30
0249 Store 0249	2.3	40										40
0471 Store 0471	2.4	35		, "				r * z =	*			35
0483 Store 0483	2.3	30										30
Total	2.8	197										197
			197						• •			

As of Thursday, February 14, 2002

Staff Levels



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13

Monthly Trending Analysis *

As of Saturday, February 02, 2002

p	94	n	d	21	٢	t	È	U	it	¥

Productivity	2001-Perio	Frederick States Ave. 17. F.	2001-Pe	A STATE OF THE PARTY OF THE PAR	2001-Per Actual	riod 10 Goal	2001:F Actua	eriod 9	A - MARKETONE	Period 8 al Goal	2001-Pe Actual	riod 7 Goa
Number/Name Bistrict Total	Actual -	Goal	Actual	Goal	Hectual	Loai	Metua	Little Tark Gudi	NEW TWENTY	ar - Suoai		S. 43. Saha
vet Sales	2,678,536	1,130,873	4,199,697	4,025,870	410,409	2,510,361		2,500,513		3,118,615	39	1,589,860
SPH .					7, S.			ž ,	`	<u>(</u> 9	They're	12 1 1
JPT TPI	79 17		91. 18		91° Galor 1.8	چه °و ب • ه د د	ا میران در از	·			****	·
TPH								ء - ري-			حارياتي ۽	
Conv %			15.4		1.8				1,25,	· <u> </u>	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	- 13/34
3030 Store 0030												
Jpscale Village Vet Sales	185,202	109,271	288,324	279,371	36,390	216,772		- 204,164		- 234,247		92,90
5PH		810	1	810	•	810		- 810	1	- 810	•	81
OPT	82	135		135	93	135		- 135	1	- 135	•	13 3.
TPH H91	1.9	3.0 A	2.1	3.0 6	2.1	3.0 6		- 3,0 - 8		· 3,0		3
Conv %			29.5		4.6						-	
0033 Store 0033			. ·	ž	~,							
Regional Mall	202.240	- dollaroch	200.0E4	2024-740	34,627	175,293	,	- 187,367	-	- 215,092		107,54
Net Sales SPH	203,648	104,862 980	360,054	321,743 980	34,021	980		980	ľ	- 980		.98
OPT [4]	85	140	98	140	. 89	140		140	-	- 140	, °,•,	
PT Pa	1.5	3.5	1.9	3.5	139	3:5		3.5	,	3.5	·.	, 3
TPH \$3			15.0		2.9	,		- , ' ,	Çîr.		, 1	· ,
Conv %		7 7 min -	1310		, , , , , , , , , , , , , , , , , , , ,	_	*		-	,	-	
Regional Mall												
Net Sales	216,245	76,044		275,637	25,763	165,138 810	ł	- 148,259 - 810		- 174,013 - 810		84,22 81
SPH 🕍	76	810 135	84	810 135	- 85	135		- 610 - 135		- 135		13
JPT 34	1.7	3.1	1.9	3.1	1.9	3.1	į.	- 3,1		- 3.1	-	3.
1.5	•	6		6		6		. 6		- 6	•	
Conv %: D175 Store 0175	•		12.2	,	2.0	-					•	
Upscale		, ,		,							,	*
Downtown				'	,				_ ^		,	•
Yet Sales	299,496	132,183	450,651	380,524	51,615	257,716	1	- 289,476		- 351,183	ί,	183,30
SPH 👸	80	980 140	86.	,980 140	103	980 140		- 980 - 140		- 980 - 140		98 14
DPT ## TAC	1.5	3.3	1.7-		17	3.3	1	3.3		3.3	, -, , -,	3
тен 🚻 💮	•	~ ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		1		7	1 /	`	,	- 7	•	:
Conv 96 0231 Store 0231			145	,	1:9		- 4	• - /•		•	•	
Regional Mall												
Net Sales	422,225	163,492		649,833	70,082	417,914	1	- 396,329	1	- 489,556		281,09
SPH		1,160		1,160 145		1,160 145		- 1,160 - 145		• 1,160 • 145		1,15 14
DPT PT	83 1.7	145 3.6		3.6		3.6		- 145 - 3.6		. 3.6		3.
TPH		8		8		8		. 8		- 8		
Conv %	• • • • • • • • • • • • • • • • • • •	, •	9.7	-	0.9	•			,	-		
0249 Store 0249 Upscale Mall				·		, , ,	,	4		•		. 1
opscale Plair Net Sales	485,053	228,351	784,805	783,555	65,217	509,311	, ~	487,483	,	- 650,350		301,66
5PH		1,350		1,350		1,350		- 1,350	27	- 1,350		- 1,35
DPT	82 .	150	97	150	90	150		- 150		- 150 - 3.7	**	, 15 3,
UPT	17	3.7	1.9	3.7 9	1.7	- 3.7 9		- 3.7 - 9	, ,	- 9	/ *	5.
Conv 96		ء و ا	15.6	•	0.0			, .			(/=	
0471 Store 0471												
Regional Mall Vet Sales	453,538	160,496	732,572	692,262	65,824	400,274		418,644		- 511,462		293,43
SPH	٠.	1,350		1,350		1,350		- 1,350		- 1,350		1,39
OPT	75	150	86	150	82	150		- 150		- 150		15
JPT	1.6	3.8	l	3.8	1.6	3.8		- 3.8 . 9		- 3.8		3
TPH Conv %		,	17.0	9	2.4			· `				
0483 Store 0483		4 7			,			,	,		, , ,	
Regional Mall		e i e e e e e e e e e e e e e e e e e e									, ,	
Net Sales SPH	413,129	156,174 1,160	649,165	642,945 1,160	60,892	367,943 1,160		- 368,791 - 1,160		- 492,712 - 1,160	t .	245,71 1,10
DPT	72 -	145	-88	1,160	83	145	h	- 145		145	4 - 4	14
riet	1.6	3.6	17	3.6	ł	3,6	-	. 3,6	t	3.6	-	3
TPH		8		, , , , , , , , , ,		^	~	8	- , 3	- ` 8		,
Conviso	Mania	man nya maka	14.9	carrier in inches	2.3	riginal and the state of	4,		-1-0-0-0-0-1-1-1-	*	g	

Store 0030 - Store 0030

Company 01 - District DS31 - District 31 Monthly Trending Analysis As of Saturday, Fabruary 02, 2002										
Productivity 2001 Period 12	2001-Period 11	2001-Perio Actual	d 10 2001	-Period 9	2001-Period 8	2601-Period 7				
Number Name Goal Store Tetal Net Sales 185,202 199,274 Sepri 910 Det 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 274 199, 2	266,324 1 279,37; 6,47 94 135	36,390	216,772 910 135 3.0 6	204,154 810 135 3.0	234,24 234,24 234,24 24,23 25,23 26,23 27,23 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,26 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,24 28,26 28,26 26,26 26,26 26,26 26,26 26,26 26,26 26,26 26,26 26,26 26,	7 - 92,902 0 - 610 5 - 135				
000395 Tuere Bright Pre-Associate Net Sales OPT 109 UPT 2.3	38,080 110 2.2			-	:					
Artisy Pre-Associate Net Salas: SPH DDT DDT LID TEPH SO 004201 Lenore	2.7		0 80 80 2.0	- 0 - 80 - 80 - 2.0		0 80				
Tingley Pre-Associate Net Sales SPH	117 30	98	0 80 80 2 0	- 0 - 80 - 80 - 2.0	- - 8 - 8	. 80				
Out Kristin Dawkins Pret Associate Net Sales: (1,628) DPT URI OOSB10 Kathleen Martines	(612) (65) (05)	(`(255)	and the second s		:					
Pre-Associate Net Sales SPH 90 OPT 80 OPT 20 UPT 20 OPT 10 OC 3-1 Joan	104 80	98	0 80 80 2.0	- 0 - 80 - 80 - 20	. 8 . 2.	o - 80				
Pearson Pre Associate Pre Associate Not Sales SPH 21,327 0 30 DPT 100 30 UPT 25 1.9 2.0 TPH 35 19 100 007955454 ances	114 80	163 2.7	0 80 80 2.0	0 - 80 - 80 - 20		90				
Hayes	134 80	- 152	0 80 80 2.0	- 0 - 80 - 80 - 2.0	- 8 - 8 - 2.	- 80				
Hughe 527 Productive 56626 0 SPH 567 90 DPT 121 90 UPT 2.1 2.0 TPH 72.1 2.0	117	,161	0 80 - (80 - 2.0	- 0 - 80 - 90 - 20	- - 8 - - 2.	0 -, 80				
Van Le Stuven Pre-Ascoriate Not Sale Soph Soph Soph Soph Soph Soph Soph Soph	- 80	-	0 80 80 2.0 1	- 0 - 80 - 80 - 2.0	- 8 - 8 - 2.	- 80				
Eck	80	_ 105	0 80 80 2.0	0 - 80 - 2.0	- - 8 - 2.	90				
OGBC18 Borcas Desimovis Pre-Associate Net Sales (2,871) 0 SPH (1,495) 80 DPT (210) 20 TPH 1	(133) 80 (05) 2.0	(585)	0 80 80 2.0 1	- 0 - 80 - 90 - 2.0	- 8 - 8 - 2.	. 80				
D10163 Brigid Hoonston Pre-Associate Not Sales DOT UPT 010330 Bethany Telisoira	4,870 1,22 2,3	3,251 116 2,3		- ,	; _ :					
Pre-Associate Net Sale:	109 80 2.4 2.0	118	0 80 80 2.0	. 0 - 80 - 90 - 2.0	- 8 - 8 - 2.	oj				
Associate Net Sales DPT 76 URT 3,7 00026 House Associate Net Sales DPT 28	6,525 - 86 - ,3.6 7,446 48	576 64 2.1 255 21	\ \frac{1}{\cdot \cdot \		: :	2,				
UPT 1.1 000030 Unknown Associate Net Sales DPF 106A UPT 000259 Rebecca	1.4 (4.486) (29)	(4,867) (4,367) (51.0)				· · · · · · · · · · · · · · · · · · ·				
Thomas Corporate Manager Net Sales DPT UPP 1/2 Frits Matthews	2,174 21 1.6	(261) (33) 06	· .		: :					
Corporate Manager Net Sales DPT	2.529 20 1.2	(97) (1-9) 		:	:					
Manager Net Sales DPT 71 UPT 17 Other Not Sales SPH DPT (592) UPT (692) UPT (693)	1,265 19 0.8 (27,532), (979),	(3.520) (3.520) (700)				et over helder bylan i Ley Spal (I) helder Lader				

Quarterly Trending Analysis *

As of Saturday, February 02, 2002

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Productivit	y 2001-Qua	rter 4	2001-Quarter 3	2001 Qu		2001-Qua		2000-Quarter 4	2000 Quarter 3 Actual Goal
Number/Name		Goal		Actual	Goal	Actual	Goal	Actual Goa	Actual Goal
District Total Net Sales	7,288,642	7,667,104	7,208,988		6,919,285		6,684,793		
SPH								2	A CONTRACTOR
DPT	86* 1.8				, ,	· · · · · · · · · · · · · · · · · · ·	., t, ,		
UPT TPH	1.0				^ -		· -	*,	
Conv %	9.5	,			, ,				
0030 Store 0030 Upscale Village									
Net Sales	509,916	605,414	l .		551,441	i	523,792	i .	
SPH DPT		810 135	1	1	810 135		810 135	i .	
UPT	2,0	3.0		1	3.0	ł .	3.0		
TPH		6	•	-	6	•	6] : :
Conv % 0033 Store 0033	19.3	· ·	in the state of th		-	, ,	,	•	
Regional Mall			7 2 - 12 - 12 - 12 - 12 - 12 - 12 - 12 -			, , ,		•	,
Net Sales	598,330	601,898	510,000	1	598,322 980		525,655 980		
SPH DPT (s.)	-93	980 140	E. 12.	r1	140		140	1	
UPT 🙀	17	3,5			-3.5	•	, 3.5	-	
TPH 5 Conv %	10.5	7					(
0130 Store 0130	okestaballara 1917	91 x 37 9	(*24.) L. Tarr	-	,			4	
Regional Mall	500 440	546.040	- 406,49		424,069		392,748		
Net Sales SPH	509,410 -	516,819 810		1	424,005 810	1	810		
DPT []	80	135	- 13	1	135		135	1	
UPT TPH	1.8	3.1 6	- 3.		3.1 6	:	3.1 6	•] :
Comv %€	8.9		-					•	
0175 St are 0175		1 2 . 7	Single Single	,	, -			1	
Upscale. Downtown		, ' "					1	la constant de la con	,
Net Sale	801,761	770,423	x		768,005	-	662,438		• , , , •
SPH []	-, 35 -	980 140	98 14	1	980 140		980 140		
UPT 👙	1.7	3,3	3.	1	140 3.3		3.3	1	
трн 🚺		<i>૱ૺઌ૽</i> ૽ૺૢૺ <i>ૺૼ</i>	The state of the s	To the state of th	, 7		7		1
Conv % 0231 Store 0231	9.5	ar inter const	Control of the FET of 10 v	기·환경도 보호 	- '				, ,
Regional Mall							4 005 650		
Net Sales SPH	1,159,030	1,231,239 1,160			1,108,619 1,160		1,085,658 1,160		
DPT	90	145			145		145	-	
UPT	1.9	3.6	- 3.	-	3,6		3.6	-] :
TPH Conv %	3.0	8	-	<u> </u>				-	- , -
0249 Store 0249		7	* * * * * * * * * * * * * * * * * * *	. , .		-		,	
Upscale Mall Net Sales	1,335,076	1,521,217	1,439,50	2 -	1,306,857		1,329,244	<u>-</u>	ļ · .
SPH		1,350	1,35	o -	1,350	-	1,350		
DPT UPT	91 1.8	150		0	150 3,7		150 3.7		
TPH	F .			9	. 9	· · ·	9	-	
Conv. %	11.0			1	3 ·		•	- ,	-
0471 Store 0471 Regional Mall									
Net Sales	1,251,934	1,253,032			1,189,704		1,167,950		•
SPH DPT	- 81	1,350 150			1,350 150		1,350 150		
UPT	1.7	3.8	1		3.8		3.8	1	-
TPH Corrus	-	9	-	9 -	Ġ	-	<u> </u>	9 -	1
Conv % 0483 Store 0483	11.5	₹ <u>7</u> 55, 51		1	-].	-		
Regional Mall		n fagt blugge. Listabaan]	Ann n	Ĵ	007 200	, -	
Net Sales SPH	1,123,185	1,167,062 1,160	1,107,22 0		972,268 1,160		997,308 1,160		
DPT	81	14	1 1 25 25 7 7		14	5	14	5	
UPT	≎1.7	3.6). 2007 : 2007 : 1007		3.6	6 · · · · · · · · · · · · · · · · · · ·	
TPH. Come %	-9.6						- 1 · ·	1	

Quarterly Trending Analysis Number/Name

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